

GridPoint, Inc.
11911 Freedom Drive, Suite 850
Reston, VA 20190

March 25, 2021

Hawaii Public Utilities Commission
Hawaiian Electric Companies

RE: Letter of Support for the Public Utilities Commission DOCKET NO. 2021-0024

Dear Commissioners,

GridPoint would like to register our enthusiastic support for the Hawai'i Public Utilities Commission (PUC) Emergency DR Ruling, Docket Number 2021-0024.

Founded in 2003, GridPoint is a smart buildings technology provider offering energy efficiency and automated demand response solutions direct to commercial end-users, as well as through utility energy efficiency and peak demand reduction programs nationwide. Actively delivering energy solutions for over a decade to thousands of retailers, restaurants, gas stations, markets, and other small and medium businesses we are strong supporters of the PUC's comprehensive approach to promoting clean and carbon free solutions to meet the State's capacity and demand response requirements. With a focus on grid-interactive buildings and removing common barriers to small and medium business participation in energy efficiency programs, GridPoint is currently active in over 25 utility programs nationwide, including the Hawai'i Energy Smart Device Program.

Through our work with Hawai'i Energy on the Smart Device Grant Program, as well as through our direct enterprise customers located throughout Hawai'i we are acutely aware of the potential for an automated demand response program to reduce demand costs for customers, support grid stability, and reduce carbon emissions from coal-fired generation facilities. GridPoint managed small and medium commercial buildings can provide between 4kW and 50kW of on-demand capacity per site for up to four-hour long curtailment events. However, if required by the PUC or HECO, these same GridPoint sites can provide from 8-80kW for shorter-term 15-60-minute ramping or renewable smoothing events, which compliments the PUC's objective to cost effectively add additional battery storage and/or renewable generation onto the grid.

To address the most common SMB customer concerns regarding demand response programs, GridPoint utilizes real-time data from each participating site to ensure business operations are not impacted by an automated demand response event. Our custom curtailment strategies have been proven over a decade of DR experience across thousands of commercial sites, resulting in over 6.5 Billion kWh of energy consumption savings, and over 6 Billion lbs of CO2 reductions.

During the CA grid crisis this past August, GridPoint managed sites, including hundreds of essential businesses, participated in a week straight of emergency DR events. When GridPoint called upon these same customers to provide additional voluntary capacity reductions on top of the daily DR events to enable those less fortunate to avoid losing power, our customers did so another three days that week, during which GridPoint provided over 12MW of capacity back to the strained CA grid.

GridPoint is experienced designing and delivering non-wires based commercial automated demand response and building load shape optimization programs, and we would be excited to expand our work in Hawai'i to address the current projected shortfall due to the closure of the AES coal plant. We look forward to providing comprehensive automated demand response and peak load reduction solutions to commercial facilities and end users, that meet the dynamic resource adequacy requirements of the Hawai'i energy grid.

Should you have any further questions concerning GridPoint's experience and capabilities in Hawai'i, please contact Andrew Hammen, Vice President, Utility Solutions and (619) 846-2135.

Sincerely,



Mark Danzenbaker
Chief Executive Officer

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COMMISSION

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